

# TOP AGENT

MAGAZINE

Scott  
Haubrich



**Haubrich & Associates**

**RES - REALTY**

VISION • INTEGRITY • KNOWLEDGE • RESULTS

# Scott Haubrich

REALTOR® Scott Haubrich has been determined to make his way from a young age. The successful agent not only had a paper route in elementary school but by middle school was selling gum to his peers on the school bus and from his locker.

After school, Haubrich could be seen hauling a lawn mower or carpet cleaner on a trailer behind his bicycle to clients across town. He even opened a convenience store in his bedroom, complete with video rentals, candy, and a drive-thru window for bicyclists! Scott purchased a Suburban before he was old enough to drive! One Christmas when all his friends had Nintendo video games on their wish lists, all Scott wanted was a mini fridge/freezer so he could add pop and ice-cream products to his inventory!

During high school, Scott helped persuade his parents to invest in a

Dairy Queen franchise which Scott was instrumental in operating. By the time he was 21, Scott wanted to move out on his own. he says, “Everyone I talked to was against the idea of renting so I thought, Why don’t I sell myself a house? I went to classes, took the licensing exam, and built my first house.”

By the time Scott decided to relocate closer to the city, the market was changing. To avoid a short sale, he decided to rent out his property, which got Scott interested in the rental market on a larger scale. He purchased a duplex in Minneapolis, which he renovated into a luxury rental. In 2010, he purchased a second duplex uptown, where he currently lives. Scott has recently added an apartment building to his portfolio.

Scott joined RES Realty in 2010 where he continued his primary



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focus on residential sales “During the recession, owners were choosing to rent out their properties instead of selling them, so I decided to start a management division to address this niche. I have out of town investors who live as close as

Chicago and investors as far away as California and Hawaii. Offering property management to out-of-town investors is a definite plus for an investor looking to acquire property in Minnesota. I can help them purchase properties and rent





them out. Eventually, when those tenants want to buy a house, I can help them with that as well.”

On the residential and investment side, Scott says he listens closely to clients but is realistic about what might be available on the marketplace. “The market changes quickly,” he says. “Pricing properties realistically is important in achieving a sale with which the client will be satisfied.”

Providing a full service model is also

key to Scott’s success. He brings in his stager and has a proven network of vendors from hardwood to carpet. With the help of the stager and other professionals, he can advise sellers what is currently popular with consumers and what can be done to get the house ready for the market.

Like most agents with over a decade of successful real estate experience, Scott has strong referral business and stays in touch with past clients via client appreciation events, mailings, and phone calls. One year, he baked



3,000 cookies for clients during the holidays, using over 30 pounds of butter!

Just like in those early days selling chewing gum and operating a minimart out of his childhood bedroom, Scott continues to work

tirelessly and creatively to fulfill his client's needs, whether that means finding a property for a first time homebuyer, selling an apartment building to investors, managing those rental units for an out-of-state clients, or selling a single family home.

For more information on  
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